

Exhibit J

Year of sale	Year of sales summary sheet	Page No.	Product	Entity Name	Pounds	City	State
1972	1972	367	Aroclor 1016	Cornell Dub Elec.	1,611,600	N. Bedford	MA
1973	1973	173	Aroclor 1254	Cornell Dub Elec.	12,000	N. Bedford	MA
1973	1973	186	Aroclor 1242	Cornell Dub Elec.	91,100	N. Bedford	MA
1974	1974	211	Aroclor 1254	Cornell Dub Elec.	12,000	N. Bedford	MA
1974	1974	394	Aroclor 1016	Cornell Dub Elec.	1,538,400	N. Bedford	MA
1973	1974	394	Aroclor 1016	Cornell Dub Elec.	1,423,100	N. Bedford	MA
1975	1975	151	Aroclor 1016	Cornell Dub Elec.	800,000	N. Bedford	MA
1975	1975	152	Aroclor 1254	Cornell Dub Elec.	6,000	N. Bedford	MA
1976	1976	20	Aroclor 1016	Cornell Dub Elec.	1,056,000	N. Bedford	MA
1977	1977	35	Aroclor 1016	Cornell Dub Elec.	896,000	N. Bedford	MA

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MIGC DIV-02 SPECIALTY PRODUCTS
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	TOTAL MONTH SALES POUNDS DOLLARS	Y-T-D POUNDS DOLLARS	TOTAL LAST YEAR SALES POUNDS DOLLARS	TOTAL YEAR GOAL LBS	CUST ID MAJR-GRD-GP
ESSEX CHEM BALTIMORE MD ESSEX CHEM SAYREVILLE NJ 1237 AROCLOR 1242			12,000 2,724	AR 242372	10026679 10026687 1040-240-16
ETICO WIRE - CABLE BKLYN NY 1131 TRANSFORMER INERTEEN 54201 RA		54		AR 243054	10026865 10026865 1050-217-16
FAGAN AND CO LITTLE ROCK AR 1974 INERTEEN 70-30			4,044 910	AR 246775	00251577 00251577 1050-210-16
FAIRCHILD HILLER HAGERSTOWN MD FAIRCHILD HILLER HAGERSTOWN MD 1237 TRANSFORM PYRANOL A1383B			1,350 304	AR	00118273 00118273 1050-300-16
FALSTAFF BREWERY NEW ORLE LA 1975 TRANSFORM PYRANOL A1383B			360 83	AR 248565	00118311 00118311 1050-300-16
FED PAC ELEC NEWARK NJ CORNELL DUB ELEC N BEDFORD MAS 1237 AROCLOR 1016 1237 AROCLOR 1242 1237 AROCLOR 1254	93,100 19,086	1,611,600 317,463	371,400 66,852 845,408 152,172	2,000,000 50,000	10027527 00086746 1040-016-16 1040-240-16 1040-280-16
TOTAL CUSTOMER	93,100 19,086	1,611,600 317,463	1,216,800 219,026	2,050,000	00086746
FEDERAL PACIFIC EL MILPITAS CA 1866 INERTEEN 70-30		20,220 5,427	235,244 47,043	AR 254491 145,000	00153389 1050-210-16
FEDERAL PACIFIC EL SAN DIEGO CA 1866 INERTEEN 70-30			4,044 1,112	AR 254491 45,000	00234583 1050-210-16
FED PAC ELEC ST CLAIR MI 1153 INERTEEN 70-30			3,056 689	AR 254491	00250171 1050-210-16
FED PACIFIC EL CLIFFWOOD NJ 1237 INERTEEN 70-30		360 101		AR 254491	00290157 1050-210-16
TOT PAR FED PAC ELEC NEWARK NJ	93,100 19,086	1,632,180 322,991	1,458,144 267,868	2,199,000	10027527
FILTRON CO INC FLUSHING NY 1237 AROCLOR 1016 1237 AROCLOR 1254	3,000 780	9,000 2,340	46,600 10,624	AR 257930	10027861 10027861 1040-016-16 1040-280-16 10027861
TOTAL CUSTOMER	3,000 780	9,000 2,340	46,600 10,624		

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-IN THOUSANDS OF POUNDS AND DOLLARS-

AL G R	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GROWTH FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAR. GROWTH
		6 DIELECTRICS DR.-C-PAYON																	
		ARUCLOR 1254															00361C	1040-280-16	
1287		AERVOX-BELLVIL NEW BEDFORD MA				7.20			3.60						3.60				00294438
1287		AERVOX CORP NEW BEDFORD MA	20.0		20.0														10001013
1184		WESTERN ELEC CICERO ILL		1.20															10088755
1280		WESTERN ELECTRIC ALLENTOWN PA				.060			.060										00269638
		PARENT CUST. TOT-AMERICAN TEL &		1.20		.060			.060										00045160
1287		AXEL ELECTRONICS JAMAICA NY		4.80		7.20					3.60							3.60	10007739
1287		CORNELL DUB ELEC N BEDFORD MAS				12.0					6.00			6.00					00086746
1982		GEN ELEC ROME GA		200															10031281
1287		GEN ELEC PITTSFIELD MA	800	522	800	2.58	.18							2.40					10031761
1287		GEN ELEC INS MATL-SCHENECTADY NY		.120															10031850
		PARENT CUST. TOT-GEN ELEC SCHNEC	800	722	800	2.58	.18							2.40					10599474
1287		HIGH ENERGY HALVERM PA		6.00		6.00								6.00					10037964
1184		MCGRAW EDISON SOUTH MI MI		3.00															00128910
1967		MCGRAW EDISON GREENWOOD SC				1.80							1.80						00290696
1985		MYTRONICS DARTINGTON SC		.600															00131982
1287		R F INTERONICS BAYSHORE LI NY		10.2		9.00		1.20					2.40	2.40			3.00		00270849
1957		SARGAMO ELEC PICKENS SC	50.0	94.2	50.0	70.2	7.2	7.2	7.2	5.4	5.4	5.4	5.4	5.4		10.8	5.4	5.4	10070783
1287		SPRAGUE ELEC N ADAMS MA	20.0		20.0														10074770
		TOTAL PRODUCT ***** LB	890	842	090	116	7.4	8.4	10.9	5.4	15.0	5.4	9.6	22.2	3.6	10.8	8.4	9.0	1040-280-16
		00361C ***** 88	205	169	205	29.0	1.86	2.10	2.72	1.29	3.75	1.35	2.40	5.55	.90	2.70	2.10	2.25	
		INVENTEN 70-50															00350A	1050-210-16	
1287		ALLIED CHEM-AL-HOMERELL VA		.360															10002451
1181		ALLIS CHALMERS PITTS PA		547															10002664
1967		WESTERN ELECTRIC WOKCROSS GA		8.09															00279838
1968		BOISE SOUTHERN OERIDDER LA																	00230642
1860		BUCK MFG CO GARDEN GROVE CA		.674															00252603
1287		BUELL DIV ENVIROTECH LEGAN PA	300	323	300	448	54	54		27		81		27	27	152	27		00259489
1153		DETROIT EDISON CO BELLE KIV MI		.674															00249785
1866		ENERGY SYSTEMS PALO ALTO CA		3.37		13.5		.67							2.70	8.09	2.02		10026553
1974		ESCO MFG GREENVILLE TX		7.41															10026636
1287		ESPEY MFG ELECTR SARATOGA NY		20.2															00158852
1184		ESSEX ELEC ENG BENSenville IL				14.8					14.8								00299987
1866		FEDERAL PACIFIC EL MILPITAS CA		20.2															00153389
1287		FED PACIFIC EL CLIFFHOOD NJ		.360															00290157
1287		FED PAC ELEC NEWARK NJ				.360							.360						10027527

G R P	SIS REF	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOV FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID / MAIN GRD. GR.
		AROCOLOR 1016																02250A	1040-016-16
1153		WESTINGHOUSE DETROIT MICHIGAN		165															10089484
1138		WESTINGHOUSE-LIGHT-DIV CLEV OH	30.0	49.8	30.0	65.4	7.2	7.2	7.2	7.2	7.2	4.2	6.0	13.2	6.0				10089441
1131		WESTINGHOUSE RESEARCH PITTS PA				1.20						1.20							00252433
		PARENT CUST. TOT-WESTINGHOUSE EL	1430	1769	1430	2212	105	235	200	389	198	293	103	13	197	191	96	192	00047740
1237		YORK CAPACITOR CORP BRKLYN NY	100	103	100	132	26.4			26.4		26.4			26.4		26.4		10092590
		TOTAL PRODUCT * * * * * LB	20781	20517	20211	23622	2015	1877	2217	2050	2249	1956	1705	1482	1694	1931	2609	1838	1040-016-16
		02250A * * * * * \$\$	4256	3957	4143	4849	415	388	455	425	462	403	350	306	349	398	536	363	
		AROCOLOR 1242															00349C	1040-240-16	
1856		CAPACITOR SPECIST ESCONDIDO CA		8.40															00181374
1976		CONDENSER PROD BROOKSVILLE FL		600															00257036
1237		CORNELL DUB ELEC N BEDFORD MAS				91.1			91.1										00086746
1237		GEN ELEC FORT EDWARDS NY				288			288										00249457
1237		GEN ELEC HUDSON FALLS NY				96.6			96.6										10031931
		PARENT CUST. TOT-GEN ELEC SCHNEC				384			384										10599474
1237		JARD COMPANY INC BENNINGTON VT																	00183830
1237		KAYTHEOR CU CANTON MASS				3.00				2.40	.60								00299006
1237		SPRAGUE ELEC N ADAMS MA				92.3			92.3										10074770
1178		WESTINGHOUSE BLOOMINGTON IND				95.7			95.7										10089786
		TOTAL PRODUCT * * * * * LB		9.00		664			663	2	1								1040-240-16
		00349C * * * * * \$\$		803		137			136	1									
		CAPACITOR 21															00343C	1040-225-16	
1237		GEN ELEC FORT EDWARDS NY	30.0	19.8	30.0	35.4		5.20	5.20			4.16	5.20		5.20	5.20		5.20	00249467
		TOTAL PRODUCT * * * * * LB	30.0	19.8	30.0	35.4		5.20	5.20			4.16	5.20		5.20	5.20		5.20	1040-225-16
		00343C * * * * * \$\$	7.35	4.89	7.35	9.02		1.33	1.33			1.08	1.33		1.33	1.33		1.33	
		DISC DIELECTRICS															02462D	9998-000-16	
1134		E I DU PONT DE NEM CLINTON IA		880															10023688
1237		GEN ELEC PITTSFIELD MA		112															10031761
1933		HERCULES INC TERRE HAUTE IN		1.20															00153958
		TOTAL PRODUCT * * * * * LB		114															9998-000-16
		02442D * * * * * \$\$		22.3															

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Q. NO.	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YEAR	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAR. ORD. GP.
		ARDCOLOR 1016																02250A	1040-016-16
1252		YORK CAPACITOR CORP BRKLYN NY	100	132	100	132	26.4		26.4		26.4		26.4					26.4	10092590
		UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * *	24176	23531	24176	21941	2384	1676	1873	2185	2200	2223	1753	1890	1587	1603	1396	1171	1040-016-16
		02250A * * * * *	5137	4846	5137	6693	491	431	527	614	620	626	632	674	565	570	514	430	99999999
		ARDCOLOR 1242																00349C	1040-240-16
1270		CORNELL DUB ELEC N BEDFORD MAS		91.1															00086746
1273		GEN ELEC FORT EDWARDS NY		288															00249467
1273		GEN ELEC HUDSON FALLS NY		96.8															10031931
		PARENT CUST. TOT-GEN ELEC SCHNEC		384															10599474
1277		RAYTHEON CO CANTON MASS		3.00		1.80								1.80					00299006
1282		SPRAGUE ELEC N ADAMS MA		92.3															10074770
1178		WESTINGHOUSE BLOOMINGTON IND		95.7															10089786
		UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * *		666		1.80								1.80					1040-240-16
		00349C * * * * *		137		.765								.765					99999999
		ARDCOLOR 1254																00361C	1040-280-16
1270		AEROVOK-BELLVIL NEW BEDFORD MA		7.20		16.8		3.60			2.40				3.60		3.60	3.60	00294438
1257		WESTERN ELECTRIC ALLENTOWN PA		.060															00269638
1252		AXCEL ELECTRONICS JAMAICA NY		7.20		3.60													10007739
1270		CORNELL DUB ELEC N BEDFORD MAS		12.0		12.0	6.00	6.00							2.40		1.20		00086746
1252		FILTRON CO INC FLUSHING NY	20.0		20.0														10027861
1252		GEN ELEC PITTSFIELD MA		2.58															10031761
1237		HIGH ENERGY MALVERN PA		6.00		6.00		6.00											10037964
1237		ITE CIRCUIT BREAKER PHIL PA				.120											1.20		10042054
1267		ACORAW EDISON GREENWOOD SC		1.80		3.60													00298696
1237		R F INTERONICS BAYSHORE LI NY		9.00		15.0				1.20	3.60	1.20	2.40	3.60			3.00		00335673
1267		SANGARD ELEC PICKENS SC	75.0	70.2	75.0	15.6	5.40	5.40				1.20			1.20			2.40	10076783
		UNMATCHED FREIGHT																	99999999
		TOTAL PRODUCT * * * * *	95.0	116	95.0	72.7	11.4	3.6	17.4	1.2	6.0	2.4	2.4	7.2	7.2		7.9	6.0	1040-280-16
		00361C * * * * *	24.5	28.9	24.5	25.6	2.85	.93	6.09	.42	2.10	.84	1.02	3.06	3.06		3.44	1.79	99999999
		CAPACITOR 21																00343C	1040-225-16
1273		GEN ELEC FORT EDWARDS NY	30.0	35.4	30.0	57.2	5.2	5.2	10.4		7.3		8.3	5.2	5.2			10.4	00249467
		TOTAL PRODUCT * * * * *	30.0	35.4	30.0	57.2	5.2	5.2	10.4		7.3		8.3	5.2	5.2			10.4	1040-225-16
		00343C * * * * *	7.88	9.02	7.88	23.4	1.33	1.82	3.64		2.55		3.54	2.21	2.21			6.08	99999999

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	TOTAL MONTH POUNDS	SALES DOLLARS	Y-T-D POUNDS	SALES DOLLARS	TOTAL LAST YEAR POUNDS	SALES DOLLARS	TOTAL YEAR GOAL LBS	CUST ID MAJR-GRD-CP
FEDERAL PAC ELEC NEWARK NJ								10027527
FEDERAL PAC ELEC NEWARK NJ							AR 254490	10027527
1237 INERTEEN 70-30					360	101		1050-210-16
CORNELL DUB ELEC IN BEDFORD MAS							AR 179800	00086746
1270 ARDCLOR 1016			1,538,400	467,248	1,423,100	291,718	1,400,000	1040-016-16
1270 ARDCLOR 1242					91,100	18,676		1040-240-16
1270 ARDCLOR 1254			12,000	3,600	12,000	3,000		1040-280-16
1270 CAPACITOR FLUID 1588	470	378	470	378				1040-019-16
TOTAL CUSTOMER	470	378	1,550,870	471,226	1,526,200	313,394	1,400,000	00086746
FEDERAL PACIFIC EL MILPITAS CA							AR 254492	00153389
1866 INERTEEN 70-30			4,044	1,638				1050-210-16
TOT PAR FED PAC ELEC NEWARK NJ	470	378	1,554,914	472,864	1,526,560	313,495	1,400,000	10027527
FILM CAPACITORS PASSAIC NJ							AR 257876	00329606
1237 CAPACITOR FLUID 1588			45	32				1040-019-16
FILTRON CO INC FLUSHING NY							AR 257930	10027861
1252 ARDCLOR 1254						20,000		1040-280-16
GEN ELEC SCHNECTADY NY							AR 283023	10599474
GEN ELEC MOBILE AL								00261506
1975 TRANSFORMER PYRANOL A1383B-2					360	101		1050-301-16
GENL ELEC SERV GLENDALE AZ							AR 282796	00326968
1866 TRANSFORMER PYRANOL A1383B-3			360	164				1050-302-16
GEN ELECTRIC PHOENIX AZ							AR 282796	00300888
1866 TRANSFORMER PYRANOL A1383B-2					4,725	1,319		1050-301-16
GENL ELECTRIC TUCSON AZ							AR 283141	00273570
1866 TRANSFORMER PYRANOL A1383B-2					6,750	1,789	2,000	1050-301-16
1866 TRANSFORMER PYRANOL A1383B-3			4,725	1,961	2,025	537		1050-302-16
TOTAL CUSTOMER			4,725	1,961	8,775	2,326	2,000	00273570
G E CO LOS ANGELES ANAHEIM CA							AR 282908	00120006
1866 TRANSFORMER PYRANOL A1383B-2					8,100	2,551	5,000	1050-301-16
1866 TRANSFORMER PYRANOL A1383B-3			14,850	6,959				1050-302-16
TOTAL CUSTOMER			14,850	6,959	8,100	2,551	5,000	00120006
GENL ELECT CO CALEXICO CA							AR 282630	00335479
1866 TRANSFORMER PYRANOL A1383B-3			1,350	763				1050-302-16

U.S. REP.	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES 2001 FOR CURR. YEAR	SALES CURR. YTD.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MARK. ORD. GP.
	16 DIELECTRICS C. PATON																	
	AROCLOR 1016															02250A		1040-016-16
16P2	AEROVUX-BELLVILLE NEW BEDFORD MA		1915	1800	999		91	90	91	91		90	89	91	91	183	92	0024438
16P2	WESTERN ELECTRIC ALLENTOWN PA				.110		.110											00269638
16P1	CAPACITOR SPECULST ESCONCADO CA	120	101	120	37.8	1.80	1.80	5.40	3.60	3.60	1.80	3.60	1.80	1.80	7.20	5.40		00181374
16P3	CAROLINA CAPACITOR RIDGEVILL SC	100		50.0	1.80						1.80							00309826
16P2	TOBE DEUTSCHMAN LABS CANTON MA		1.80		.600			.600										00335568
16P3	ELECTRICAL UTILITY LA SALLE, IL	1250	966	800	414	42.4	42.3	84.6		78.5		42.8	39.2	42.2		42.3		10025745
16P2	UNIV MFG CORP BRIDGEPORT CT		1080	800	543	92.1			89.0	87.7			91.3	90.9		92.0		10025796
16P2	UNIV MFG CORP TUTTUM NJ		.870	900	543	94.0	89.2		90.9	89.1	89.2					91.0		00165018
	PARENT CUST. TOT-ELECTRON IC COM		1950	1700	1086	94	181		91	178	177			91	91	91	92	10025796
16P1	ELECTRO MAGNET FI PALO ALTO CA	1.00	1.20	1.00	.110												.110	00287040
16P2	CORNELL DUB ELEC N BEDFORD MAS		1538	1000	800	81.7	92.0	83.0	90.4	89.5		89.8		91.0		91.6	90.9	00085766
16P3	GEN ELEC ROME GA		.600															10031281
16P2	GEN ELEC FORT EDWARDS NY		6418	4000	3397	383	287	379	191	186	280	185	281	282	471	285	188	00249467
16P2	GEN ELEC HUDSON FALLS NY		2280	1872	2072	285	96	282	188	282	1	186	167	188	188	96	95	10031931
	PARENT CUST. TOT-GEN ELEC SCHNEC		8699	5872	5469	668	383	661	379	469	279	371	468	470	659	361	283	10599474
16P2	HIGH ENERGY MALVERN PA		129	100														10037964
16P2	JARD COMPANY INC BENNINGTON VT		677	600	271		90.5					90.7				90.2		00183830
16P3	MALLORY CAPACITOR WAYNESBORO TN	1200	1003	750	608		45	46	45	95			45	96	141		96	00216143
16P3	MCGRAW EDISON PWR FERRISDALE MI		7.20															00302279
16P3	MCGRAW EDISON GREENWOOD SC	800	791	600	781	90	87		88	169		84		86	89		89	00290696
	PARENT CUST. TOT-MCGRAW EDISON C	800	799	600	781	90	87		88	169		84		86	89		89	00044687
	MONSANTO LOS ANGELES CA																	00148822
	MONSANTO-SPEC-LOS ANGELES CA																	00309362
	PARENT CUST. TOT-MONSANTO CORP S																	00047147
06P4	NO CNG SHIPMENTS SPECIALTY PRD																	00271020
16P2	R F INTERONICS HAYSHORE LI NY				.220									.220				00335673
16P3	SANGARD ELEC PICKENS SC	700	717	700	852	96.1	94.9	96.3		93.3	94.3		94.8	94.0	94.8		93.7	10070783
16P2	SPRAGUE ELEC N ADAMS MA		902	700	362			91.6	90.4				89.1			90.4		10074770
16P1	WESTINGHOUSE ELEC BENICIA CA		.600															00319406
16P3	WESTINGHOUSE BLOOMINGTON IND	2200	2420	2100	1031	94	187	95		92	92	93		94	94	94	96	10089786
16P3	WESTINGHOUSE TERRE HAUTE IN		1.20		3.00	1.20						1.20				.60		00283096
16P2	WESTINGHOUSE-LIGHT-DIV CLEV OH		12.0															10089441
16P2	WESTINGHOUSE RESEARCH PITTS PA		.600															00252433

B1131-A DIRECT #2
12/31/75DOMESTIC
SALESNICC FUNCTION PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

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-IN THOUSANDS OF POUNDS AND DOLLARS-

SALES REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAR. GRD. GP.
	PARENT CUST. TOT-WESTINGHOUSE EL	2200	2411	2100	1034	95	187	95		92	92	94		94	94	94	96	00047740
	AROCLOD 1016															02290A		1040-016-16
16P2	YORK CAPACITOR CORP BRKLYN NY		132	78.0	79.2			26.4				26.4			26.4			10092590
	UNMATCHED FREIGHT																	.99999999
	TOTAL PRODUCT * * * * * LB	6371	21941	16971	12795	1127	1296	1238	962	1280	724	850	830	1153	1336	1026	974	1040-016-16
	UZZ250A * * * * * \$\$	2262	6691	5855	4801	414	475	456	353	469	266	314	305	423	532	408	385	
X	AROCLOD 1232															003450		1040-230-16
	UNMATCHED FREIGHT																	99999999
	TOTAL PRODUCT * * * * * LB																	1040-230-16
	003450 * * * * * \$\$.019															
X	AROCLOD 1242															00349C		1040-240-16
16P2	KAYTHEON CO CANTON MASS		1.80															00299006
	UNMATCHED FREIGHT																	99999999
	TOTAL PRODUCT * * * * * LB		1.80															1040-240-16
	00349C * * * * * \$\$.665															
X	AROCLOD 1254															00341C		1040-280-16
16P2	AEROVOX-BELLVIL NEW BEDFORD MA		16.8	8.00	3.60							3.60						00294438
16P2	AXEL ELECTRONICS JAMAICA NY		3.60	17.0	19.8	1.80		2.40	3.60	1.20			1.80			9.00	10007739	
16P2	CORNELL DUB ELEC N BEDFORD MAS		12.0	24.0	6.00	6.00												00086746
16P2	HIGH ENERGY MALVERN PA		6.00	7.00														10037964
16P2	ITE CIRCUIT BREAKER PHIL PA		.120															10042054
16P3	MCGRAW EDISON GREENWOOD SC		3.60		1.80			1.80										00290096
16P2	K F INTERONICS BAYSHORE LI NY		15.0	10.8	1.80	2.40					1.20	1.80		.60		4.20	00335673	
16P3	SANGAMO ELEC PICKENS SC		15.6	7.80	2.40	1.80					1.20	1.20		2.40			10070783	
	UNMATCHED FREIGHT																	99999999
	TOTAL PRODUCT * * * * * LB		72.7	56.0	49.8	12.0	4.2	2.4	5.4	1.2	6.0	3.6		1.8		13.2	1040-280-16	
	00361C * * * * * \$\$		25.5	23.0	24.5	5.28	1.85	1.06	2.38	.53	2.64	1.58	2.05	.83		6.27		
X	CAPACITOR 21															00343C		1040-225-16
16P2	GEN ELEC FORT EDWARDS NY		57.2		20.8	5.20	5.20							5.20		5.20		00249467
	UNMATCHED FREIGHT																	99999999
	TOTAL PRODUCT * * * * * LB		57.2		20.8	5.20	5.20							5.20		5.20		1040-225-16
	00343C * * * * * \$\$		23.4		12.0	3.04	3.04							3.04		3.04	.12	

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G	REF	NAME OF PRODUCT/CUSTOMER	POTENTIAL	- IN THOUSANDS OF DOLLARS -												CUST. ID. / NAUT. CRD. OP.			
				LAST YEAR SALES	FOR CURR. YEAR	QUOTES CURR. Y-ED	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.		OCT.	NOV.	DEC.
		PHOSPHOROUS ACID SOLN 50PL															918	6A	7212-000-09
11	N7	PETROLITE CORP ST LOUIS MO																	00044970
		MISCELLANEOUS ADJUSTMENTS																	00197777
		TOTAL PRODUCT * * * * *	LB																7212-000-09
		91856A * * * * *	\$3																
		B5 TOT MAJOR PHOSPHORUS ACID	LB																
		\$3																	
		41 TOT CLASS DISC SPEC CHEM	LB	2839		256	66.3	51.6	17.9	16.2	2.0	10.3	12.0	6.0	5.2	9.5	11.6	47.8	
		\$3	4457		428	91.6	82.8	39.9	33.3	4.3	38.9	23.5	14.1	11.1	15.9	24.1	48.4		
		02 TOT SUPV R. RICHARDSON	LB	7205	11035	7888	7462	691	543	477	878	746	664	575	409	832	780	113	785
		\$3	6848	11452	7597	7029	775	448	468	710	612	718	397	475	824	459	490	651	
		AROCOR 1016															02250A	1040-016-16	
16	P1	AEROVOX-BELLVIL NEW BEDFORD MA	1540	1958	2550	2756	90	89	273	180	180	179	178	273	277	1038		00294438	
16	P1	BALBOR ELECTRIC RIDGEVILLE SC		1-80		60.6						20.4				40.2		00309826	
16	P1	CAPACITOR SPECIALT ESCONDIDO CA	20.0		30.0	13.8	1-80	3-60	5-40	3-00								00181374	
16	P1	CINE-CHROME-EL DIV-PALD ALTO CA		1-20														00287040	
16	P1	ELECTRICAL UTI UT LA SALLE IL	600	798	1300	673		80	85	41	41	36	86		118	187		10025745	
16	P1	UNIV. MFG CORP BRIDGEPORT CT	915	1086	1200	1081	89	89	91	91	181	90	89	119	150	91		10025796	
16	P1	UNIV MFG CORP TOTOMA NJ	543	1080	1000	1444	90	89	90	90	92	90	92	89	356	367		00165018	
		PARENT CUST. TOT-ELECTRON IC COM	1460	2166	2200	2524	178	178	181	101	273	180	101	209	506	458		10025796	
16	P1	CORNELL DUB ELEC N BEDFORD MAS	910	1056	950	896	90	89	90	91	92	91	90		177	88		00086766	
16	P1	GEN ELEC FORT EDWARDS NY	3864	5866	1300	1667	285	191	189	567	369	66	1					00249467	
16	P1	GEN ELEC HUDSON FALLS NY	1472	1704	300	94.1	94.1											10031931	
		PARENT CUST. TOT-GEN ELEC SCHNEC	5336	7570	1600	1761	379	191	189	567	369	66	1					10599474	
16	P1	HIGH ENERGY HALVERN PA	90.0	44.9	50.0	45.5				45.5									